



REGIONAL COUNCIL 9
June 21, 2017 - 2:30 PM
Germanna Community College Daniel Technology Center
18121 Technology Drive
Culpeper, VA

Attendees: Brian Cole, Lexis Nexis (Chair); Tom Click, Patriot Aluminum Products (Vice Chair); Andy Wade, Louisa County (Secretary/Treasurer); Chip Boyles, Thomas Jefferson Planning District Commission; Ed Dalrymple, Jr., Cedar Mountain Stone; Bryan David, Orange County; Gary Deal, Culpeper County; Steven De Jong, Lohmann Corporation; Frank Friedman, Piedmont Virginia Community College; Miles Friedman, Fauquier County; Ray Knott, Union Bank & Trust; Patrick Mauney, Rappahannock-Rapidan Regional Commission; Leigh Middleditch, McGuireWoods; David Pettit, Lenhart-Pettit; and Ed Scott, EcoSeptix Alliance.

Absent: Fitzgerald Barnes, Suzanne Brooks, Steve Carter, Jim Cheng, Steve Ray, Elizabeth Smith, Teresa Sullivan, Cheryl Thompson-Stacy

Guests: Rob Camoin and Michael N'dolo, Camoin Associates; Tracey Gardner, Madison County; Carlene Hurdle, Lord Fairfax Community College; Tommy Miller, Orange County; Beth Pizzichemi, Albemarle County; Phil Sheridan, Culpeper County; Michael Straightiff, University of Virginia; and Alan Yost, Greene County;

Camoin Team Consultants on the Phone: Tony Waterson, Thomas P. Miller Associates; John Longshore, Global Location Strategies; and Cathy Renault, Innovation Policyworks

Staff: Helen Cauthen, Uconda Dunn, Julia Skare

I. Welcome & Introductions

Brian Cole, Chair, opened the meeting at 2:30 and invited everyone to introduce themselves.

II. Public Comment

There were no public comments.

III. Meeting Minutes

Brian Cole asked if there were any changes to the minutes of June 5, 2017. **Ray Knott made a motion to approve minutes, and Leigh Middleditch seconded. The motion passed unanimously.**

IV. Growth & Diversification Plan

Rob Camoin and Michael N'dolo of Camoin Associates gave an overview of their team's approach to the Growth & Diversification Plan following the attached Power Point presentation. Highlights included:

- An overview was shared of the project which has three phases: Baseline Assessment; Competitive Positioning; and Framework Development along with a detailed review of the summer schedule.
- The online business/industry survey will begin on June 22. It will be sent out through the chambers of commerce and economic developers. Council members are encouraged to send out the link to their business contacts.
- Global Location Strategies has started its preliminary look at 7 sites which will be narrowed down to 5 for desktop-level site evaluations. GLS also will conduct on-site field evaluations in July.

- Camoin Associates will provide preliminary target industries for input from the Council. Factors considered include workforce, economic base, innovation assets, and quality and size of available real estate.

V. Facilitated Discussion

Rob Camoin and Michael N’dolo of Camoin Associates facilitated a discussion based on the following questions:

- In your view, what does economic development mean for your region? *Why* should we be doing it?
- What are the sub-regional differences and how should they inform the plan?
- How do you see the *balance* between focusing on business attraction, retention, startups & expansion?

VI. DHCD Contract Approval

David Pettit stated that he had reviewed the DHCD fiscal contract, and it needs minor changes. Also, a few additional changes are required for the existing MOU between the Council and the Partnership in order to be in compliance with this DHCD contract. A two-part motion was considered: (1) to approve the Council entering into this particular agreement with the DHCD; and (2) to authorize the Regional Council 9 Officers to work with the support organization to finalize the language in this agreement with DHCD and to make appropriate modifications to the MOU. ***Leigh Middleditch made a motion to approve this motion and Ed Scott seconded. The motion was unanimously approved.***

VII. Next Steps/Other Business

Helen Cauthen reminded everyone to complete the Conflict of Interest Training.

VIII. Adjourn

With no other business to come before the Council, Brian Cole adjourned the meeting at 4:34 PM.